









# Nixon message unlikely to be kindly received

BY ADRIAN DICKS

WASHINGTON, Sept. 10.

PRESIDENT NIXON sought to relaunch his legislative programme today with a lengthy message to Congress setting out the Administration's main priorities and appealing to the two chambers to show a "spirit of constructive partnership" towards the White House.

"In sending this message to Congress today, I want to refocus attention on more than 50 legislative measures which I proposed earlier this year. Frankly, the action taken by the Congress on my proposals has been far less than I had expected," the President said. He conceded that several Bills had been passed that were the result of "constructive compromise," but complained that "nearly all the significant proposals I have submitted to the Congress still await final decision."

As the President made clear in his radio address to the nation on Sunday afternoon, he attaches the highest priority to three areas—the economy, the energy problem and defence.

On the economy, Mr. Nixon claimed the Administration was "moving in the right direction," and said that Phase Four controls, expanded agricultural production and the Federal Reserve's action to restrain the growth of money supply were all helping to achieve success. But he went on to repeat his determination to maintain a \$268,700m. limit on Federal spending during the current fiscal year, and once again accused Congress of failing to exercise budgetary discipline and of enacting measures that would exceed the ceiling by at least \$7,000m.

In what reads like a re-enactment of Mr. Nixon's frequent clashes with Capitol Hill earlier this year over spending matters, he goes on to insist that the

Administration will brook no reduction of defence expenditures—which he says would be "dangerously irresponsible"—while attacking the Congress for "back door budget busting by means of hidden spending programmes in legislative committee actions."

The message reiterates the Administration's urgent concern to get the trade reform Bill passed and describes it as the "most significant reform of our approach to foreign trade in more than a decade."

The President's defence of the Bill contains little that the Administration has not already said in its favour. However, he does insist that most-favoured nation status for countries at present deprived of it "would be particularly helpful in carrying out our foreign policy, and I continue to give it my strong support."

The comment appears to be intended to set at rest strong hints from senior officials inside the White House itself that the Bill runs into serious trouble over granting MFN status to the Soviet Union, the Administration for a couple of weeks. It is unlikely that it will be kindly received.

Congressmen and Senators have almost unanimously resented the charge that they have been idle so far this year. The President's message points to a longer than average list of measures already enacted. They also have objected loudly to the Administration's charges of fiscal irresponsibility as the root of the country's inflationary ills.

From comments already made about the President's recent public utterances, they are likely to be no more willing to give in to White House pressure tactics than when the debate opened eight months ago.

can be painlessly financed by dropping \$5,000m. or \$20,000m. off the defence budget. This approach is worse than foot-dragging, it is suicidal."

The President goes on to attack Congress for slashing research and development spending on defence, for launching proposals to cut back the B-1 supersonic bomber and the Trident submarine programmes and for seeking to cut military manpower. He claims that these and other proposals to cut defence spending could undermine the chances for further mutual arms limitations or reductions.

It remains to be seen how Congressional leaders will react to the long list of proposals which Mr. Nixon himself has described as a second State of the Union message in an effort to breathe new life into an Administration dangerously slowed down by the Watergate affair all summer.

However, from the tone of the message, which substantially follows what the President has been saying about the Congress for a couple of weeks, it is unlikely that it will be kindly received.

## Agnew will not quit, but 'seek speedy trial'

NEW YORK, Sept. 10.

VICE-PRESIDENT Spiro Agnew was informed President Nixon had decided he would not resign but seek a "speedy trial" if a Baltimore Grand Jury indicts him on corruption charges, Time magazine said in its latest issue.

Time quoted a "friend and adviser of Agnew" as saying that Mr. Agnew had told the President he would be indicted this week. "But Agnew now expects to fight any such move on constitutional grounds. This could tie up the case for many months."

The Justice Department told Mr. Agnew last month he was under investigation as part of a probe into alleged corruption by government officials in Maryland. Reuter

## Auto workers in approach to GM

DETROIT, Sept. 10.

The United Auto Workers (UAW) asked General Motors to extend the current contract on a day-to-day basis beyond the September 14 expiration date. The union is expected to make a similar proposal on Monday to Ford.

The UAW said GM took the union's proposal "under advisement." The union is pushing for a pattern contract at Chrysler against a midnight strike deadline Friday.

The UAW said the pattern contract asked for at Chrysler will be asked later at GM and Ford to continue provisions of the existing contract beyond its expiration.

## CHILE

# Inflation rocks the economy

BY HUGH O'SHAUGHNESSY, LATIN AMERICA CORRESPONDENT, IN SANTIAGO

"WHAT CAN you do in a country where a bottle of Coca-Cola costs more than a ton of steel or a cement bag more than the cement it contains?" This cry of anguish from a senior UN executive emphasises the serious distortions now being imposed on the Chilean economy by rampant inflation and the quirk of the Government's pricing policy.

The Cost of Living Index at the end of June was 283.4 per cent higher than 12 months before. In the first six months of this year the price of clothing rose by 168.7 per cent, and food prices rose by 68.6 per cent. In the 12 months to June the amount of money in circulation rose by 301.3 per cent. There is little doubt that the pace of inflation is speeding up alarmingly as money changes hands more quickly among people who want almost any sort of goods at almost any price instead of fast depreciating pieces of paper.

## New push to spiral

In the next few weeks the spiral will give another push as the Government announces the reajuste, the annual wage increase awarded to workers in the public sector to compensate them for the rise in the cost of living. The percentage of the reajuste is generally followed by private sector employers.

The dollar which the Central Bank buys from travellers at 350 escudos changes hands in the black market at more than 2,000 escudos. The highest denomination of Chilean note last year was 100 escudos, now it is 1,000 escudos, and there may well be a 5,000 escudo note in circulation by the end of the year. At the mint the staff has already complained of overwork and one of the Central Bank's smaller worries is whether there will continue to be a decent supply of paper for the new issues.

The black market flourishes, not just in foreign currency but in thousands of other items. About half the food in the

country is reliably estimated to be being sold on the black market. Workers in the textile industry or in factories producing consumer durables are often paid partially in kind and can make more money selling their pieces of cloth or their refrigerators than they could earn by weeks of work.

The immediate causes of inflation are easy to find. The fiscal deficit last year was enormous. In real terms, Government income actually fell by 7 per cent, principally because of a faulty tax system, while current expenditure rose by 15 per cent. The gross deficit came to 23,400m. escudos or 39 per cent of the budget. It was for the most part covered by issuing new money. A large share of the new liquidity went to finance the operations of public sector industry.

Wage increases of 22.1 per cent were decreed at the beginning of 1972, followed by an increase of 99.8 per cent in October and the payment of bonuses of 700 escudos and 500 escudos in September and October respectively. The share of the Gross National Product assigned to wage earners increased from 55 per cent in 1970, the year Dr. Salvador Allende won his election victory, to something around 65 per cent last year.

The deeper causes of the inflation are perhaps more interesting. When Dr. Allende came into office in 1970 he understood himself obliged to take up the fight immediately against hunger, unemployment, ignorance and disease which were—and indeed still are—rampant in Chile. He can hardly be faulted for that.

But Dr. Allende's policy implied that he was unwilling to call for further sacrifices from his supporters and the country. Though many more might have been willing to make sacrifices than he thought for at the same time he was unwilling or unable to soak the rich. During the first years of his Government the effective rate of tax paid by the middle and upper classes, according to the UN, actually fell. This was because in an increasingly

inflationary situation those who paid property and other taxes in per cent. The agricultural sector stood up amazingly well to the various year assessments, as all but weekly and monthly paid workers did, were effectively relieved of much of their tax burden. The Government for a long time either could not or would not correct this anomaly because it did not command a majority in Congress to pass the necessary legislation or because it did not want to alienate those sectors of the middle class which it eventually hoped to rally to its support.

Paradoxically, the best that can be said about the fierce inflationary problem—which, as noted, is bound to get worse—is that it is not quite as bad as it looks. The index of the food and fishery production fell last year by an estimated 0.3 per cent, but only because of a 34.4 per cent drop in fishmeal production attributable to natural causes. Catches of fish for human consumption rose last year. If planting and putting down fertiliser is not too much affected by the current transport strike, the coming crop year could be an excellent one, according to the experts.

## Hysterical opponents

The benefits can be seen, for example, in the infant mortality statistics. Deaths of children under one have fallen during the Allende administration from 70 to below 60 per 1,000 births. At the same time high black market prices for food have served to stimulate the peasants to increase production at least on the pieces of land that they own and whose produce they can dispose of freely, if not on the communally farmed land of the agrarian reform. The brunt of the inflation is being borne by some sectors of the middle classes who cannot bring home pieces of cloth from the factory and who are not looked after by the Government with special attention as the poorer people are.

Industrial production has certainly suffered this year, how much is a matter of opinion. According to the Government Statistical Office, manufacturing output in the first four months of this year was 1.7 per cent less than in the comparable period of 1972. SOFOFA, the Chilean equivalent of the CBI, says the figure should be 7.1 per cent. The year-end figures are likely to be a lot worse if only because of the batters' strike which has been going on since the end of June. Steel has been a particular casualty, with January-April production this year of only 180,742 tons as against 201,473 tons last year.

Copper could still be Chile's salvation. With copper prices hovering around \$800 a ton, Chile could be making a killing moment in the international market if it could guarantee delivery. On the other hand, no one would count on present high prices continuing for ever. The Chileans have large and relatively easily tapped reserves in the Atacama Desert which are as yet untouched.

## Chilean opposition calls for new elections

BY DWIGHT PORTER

THE OPPOSITION Christian Democratic Party yesterday called for new Presidential and Congressional elections as "the most democratic" solution to Chile's worsening political crisis. The Right Wing National Party has for long been demanding the resignation of President Salvador Allende, whose leftist Popular Unity Government it has labelled illegitimate.

Under the Christian Democrats' plan, Allende and all members of Congress would resign, and new elections would

be held under the auspices of the armed forces. This, according to an official party statement, "is the solution most in accord with the democratic and constitutional principles of the majority of Chileans, and would forestall a (violent) confrontation."

When taking office in November, 1970, Dr. Allende said the only way he would abandon the Presidency before his six-year term expires would be "in wooden pyjamas."

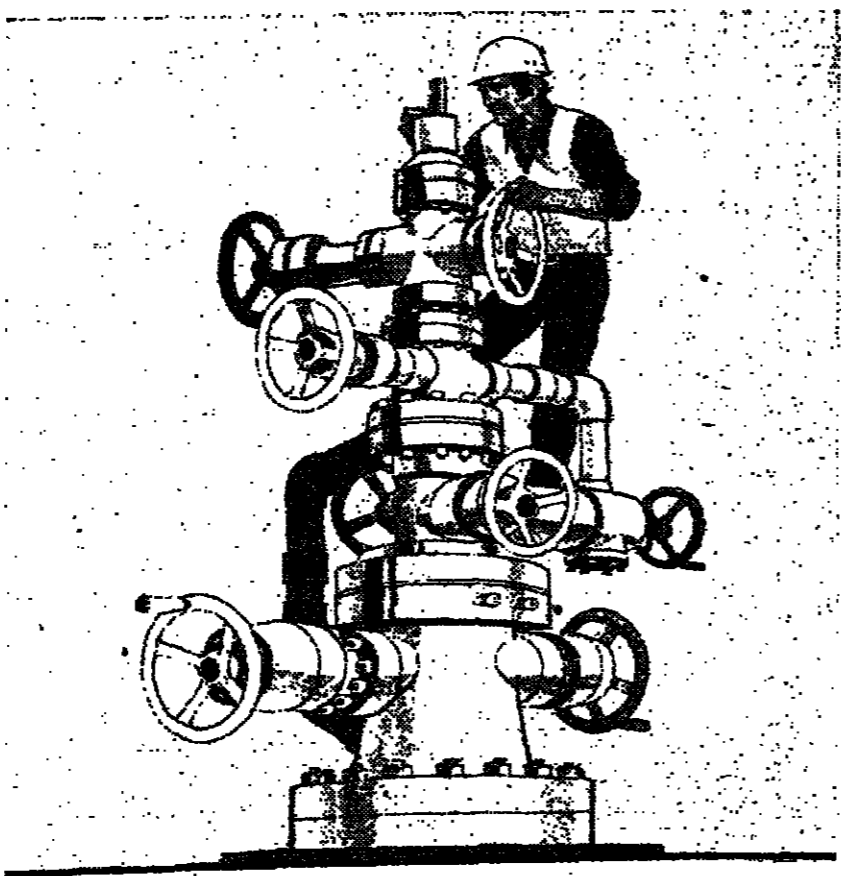
The anti-Government offensive has had the moral support of all

opposition political parties and the active support of right wing terrorist groups responsible for hundreds of bombings and attacks on non-strikers. Yesterday, Socialist Party leader Senator Carlos Altamirano said his party "will not hold a dialogue with terrorists," and that the strength of the organised working class was sufficient to curb any "reactionary coup."

Later today the left-wing National Trades Union Confederation (C.U.T.) is to disclose plans to mitigate the effects of the wave of strikes which has particularly hurt poorer people. The transport strike has cut supplies of foodstuffs, fuels and raw materials for industry, and several deaths have been ascribed to the strike by 80 per cent of the nation's physicians and health workers.

At the weekend a settlement reached between the doctors and the Ministry of Health was abrogated when right wing factions in the National College of Physicians successfully manoeuvred to oust the leaders who had signed the accord.

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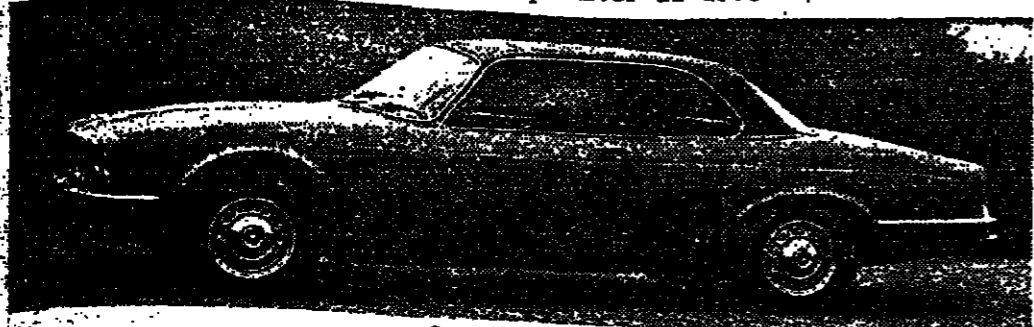
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Series Two XJ6C

## Major changes to XJ Jaguars

By JAMES ENSOR

JAGUAR, the second highest selling luxury make in Europe, has now added a two door coupé, the Series Two XJ6C. It is distinguished by its vinyl roof and pillarless window, but otherwise uses the same body shell and engine as the saloon. It will be marketed in 1974.

Jaguar has dropped the 2.5 litre models, except for a few overseas markets where special taxes exist, so the range now consists of long and short wheel base models and coupé each with a choice of six or twelve cylinder engines—except that the short wheelbase XJ12 has been dropped.

Externally, the XJ6 and XJ12 Daimler versions, almost identical to the Jaguar model continue for each version, and the luxury Daimler Vanden Plas features is continued.

Jaguar is hoping that with its expansion of capacity, and the chance of a better labour relations climate, it may be able to raise production of the XJ model closer to the target figure of 50,000 units next year. This year, with a series of external disputes and its own strike, output is unlikely to be very much above 35,000 cars, and long waiting lists have again formed for both the XJ6 and XJ12.

## U.K. shoe exports down 13.5%

THE DOWNWARD trend in British shoe exports, first seen towards the end of last year, continued in the first six months of 1973.

In volume, exports were 13.5 per cent lower than in the same period last year, while by value there was a 2.3 per cent fall, according to figures issued yesterday by the Shoe and Allied Research Association.

During the period, imports showed the first substantial drop in volume for several years, of 10.4 per cent. The rising price of leather and the currency situation meant, however, that the value of imports rose by a further 25 per cent.

The fall in overseas sales is largely because of declining orders from North America, traditionally Britain's largest shoe export market. Sales to this region fell 27 per cent by value, while sales to the U.S. alone dropped 32 per cent.

The decline in North American orders, mainly due to new tariff arrangements was only partially offset by a 40 per cent value increase in sales to the EEC countries. Sales to EFTA countries were also up in value compared with the first six months of 1972, though the volume fell by 6 per cent.

### 'Encouraging'

The reduction in the volume of exports was described yesterday by the association as "extremely encouraging." It reverses the previous trend towards rising imports and is largely the result of a 29 per cent volume drop in exports from the U.K. to the U.S.

Indian exports also fell heavily both in volume and value, while there was a 4 per cent fall, too, in the number of shoes imported from Italy, an indication that British buyers are now finding the quality Italian leather shoes too expensive. Despite the volume drop, however, the value of Italian imports rose by 34 per cent.

The Koreans continued to increase their exports dramatically with a staggering 19,940 per cent value increase. Despite this rise, however, the Koreans still account for less than 5 per cent of total imports. The signs are that Korea, with its cheap labour, is taking over from Hong Kong as the source of low-cost imports for Britain.

Traditionally, the second half of the year is the best time for British shoe exports. As a result the drop in overseas sales in the first six months may not lead to a cut-back for the whole year.

## Opinion poll for Heathrow passengers

By Michael Donne, Aerospace Correspondent

THE British Airports Authority is carrying out an opinion survey among passengers using London Airport-Heathrow, to find out what they think of the airport, and where they feel there is room for improvement.

This survey, which is separate from the economic survey the Authority is conducting into the airport's value to the nation and the surrounding communities, will last for about two weeks, and is aimed at a wide cross-section of travellers.

### Multi-lingual

Multi-lingual questionnaires will be given to 20,000 passengers with addressed envelopes bearing the stamps of the country of their destination. This is to enable them to complete the questionnaire during flight, and post it to the Authority when they reach their destination. This, it is hoped, will ensure a high response rate.

They will be asked for their opinions on the airport's services, what they consider to be the most important areas for improvements, and the order of priority in which they think these should be tackled.

The findings of the survey will be used to improve, where necessary, the range of passenger services at Heathrow and other BAA airports, and to provide information on new trends in travellers' needs.

Figures issued by the Airports Authority show that Heathrow handled over 2.2m. passengers during August, nearly 9 per cent more than last year. The number of aircraft movements rose by nearly 4 per cent, to just over 28,000.

The airport had a record number of 984 aircraft movements on August 17, when there were 484 landings and 500 take-offs.

## Air travel card scheme extends to hotels

By Our Aerospace Correspondent

THE Air Travel Credit Card which is used by 2m. travellers covering some \$2,000m. (over £800m.) worth of air travel business worldwide annually, is to be extended to include hotel accommodation and car rentals.

The card, sponsored by Universal Air Travel Plan, is honoured by 170 of the world's airlines.

Mr. George Buchanan, secretary of UATP, says the expanded card will be called the Silver Card. It will not replace the existing document, which will still cover air transport only. Holders of the travel cards will be eligible to receive the Silver Card at no extra cost.

Non-subscribers to the travel card, but who would like the Silver Card, may contract through any of the scheduled airlines in the scheme by meeting the basic credit requirements and paying a refundable deposit of \$450 (nearly £180 to the airline).

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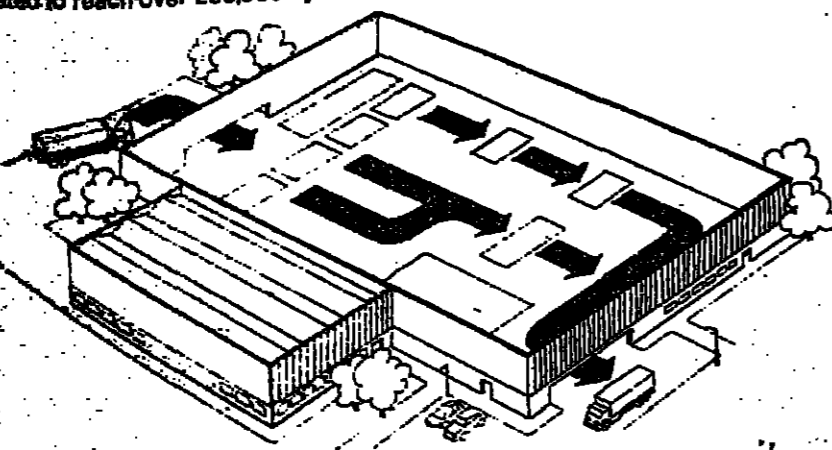
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# Skelmersdale

This FINANCIAL TIMES REPORT was written by ROGER BEARD

## A success for the planners

Skelmersdale is Liverpool's own new town and its fortunes are closely linked with those of the Merseyside area. Since the recovery from the recent recession in the north-west region got under way, Skelmersdale has begun to forge ahead once again. Houses built for Liverpool overspill have steadily filled up as jobs have become available. The population has grown from 29,000 to 37,000 since late 1971 and some 1,500 extra industrial jobs have been created.

The town—'Skeem' to residents—is reaching maturity. Although still less than ten years old it has built up a character and vitality of its own.

Subject to the strict and expert planning control of the Development Corporation, Skelmersdale is emerging from the green fields 18 miles north-east of Liverpool as one of the more successful new town developments. Its housing, mainly maisonettes and terraces, blends well with the landscaped open land which is one of the town's more attractive features. Industrially, Skelmersdale seems to have shaken off those troubles which once threatened to plague it. The character of its people is more Liverpool than Lancashire. When they left Merseyside, they brought with them their humour, their toughness, and their football.

Contrasting the acerbic character of these ex-Merseysiders with the neatness of their well-planned new town has produced a community which is very much its own creature. There is little of that self-conscious over-planning that characterised the first generation of new towns, where the houses were built too far apart and where the answer to most planning mistakes was the creation of the artificial neighbour-

hood. Skelmersdale might have many similarities to them on paper but it has very few on the ground.

To start with there is the site. Midway between Ormskirk and Wigan, within half a mile of the M6 motorway, Skelmersdale bills itself in much of its propaganda as a town of the motorway age. Many new towns lay equally strong emphasis on their good communications. In Skelmersdale's case, the emphasis is valid.

### Modern industry

The motorways, the north-south M6 and the soon to be upgraded M58 to Liverpool and the Seaford dock, are Skelmersdale's industrial life-line and of growing importance commercially. Good industrial communications, both for inwards and outwards traffic, are essential to the modern industry which towns such as Skelmersdale seek to attract. The plus for this Lancashire new town lies in that other hope of the North West, the new dock complex at Seaford.

Whereas other towns have a far greater distance to ship their export goods, often over inadequate and congested roads, Skelmersdale is little more than a juggernaut's length from the most modern deep-water harbour installation in Britain. When it comes to air travel, it is similarly close to Liverpool Airport at Speke. Although not as well served by rail, the town also has the advantage of the fast links between Liverpool and the other places on British Rail's Inter-city network.

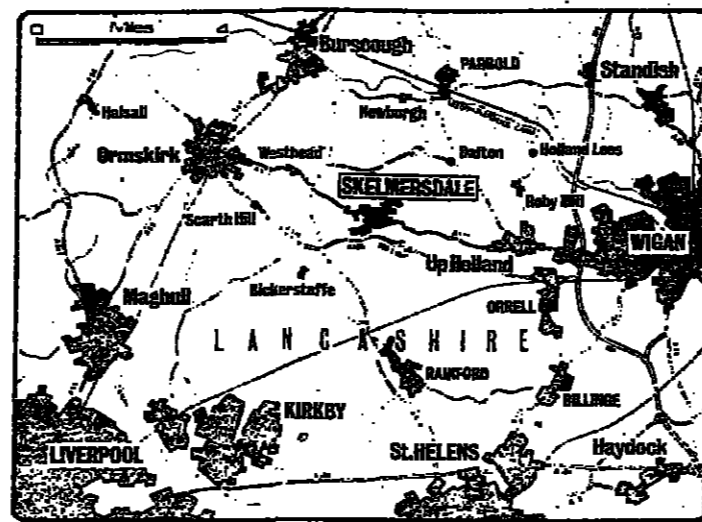
With the recent completion of the first stage of Skelmersdale town retail centre, the commercial

importance of the motorways has increased. The hope in Skelmersdale is that this centre will become among the region's most important and attractive retail outlets. One look at the Corporation's estimate of its catchment area goes a long way towards a conviction about the centre's commercial viability.

The Skelmersdale authorities estimate that, by 1981, the catchment population within easy motorway travel of the shopping precinct will be 71,000 within five minutes travel time, 112,000 within ten minutes, 342,000 within a quarter of an hour, and an astonishing 686,000 within 20 minutes. If one allows for some optimism in their projections, for these have been calculated to help sell the centre, one still arrives at a future catchment retail population of close to half a million.

Marking time has been a familiar enough experience for many of the new towns within the past few years. Skelmersdale is no exception. Two years ago that was what it was doing. Indeed, even more recent comments on general new town progress have complained that, apart from a gradual infilling of the housing and industrial quotas and the planting of almost 11m. trees and shrubs, the town's progress has been less than dramatic.

To some extent this is misleading. What is happening to Skelmersdale is that it has passed from that frenzied activity that marks the planning and the early stages of new town construction through to a period of consolidation. The roads are built, the sewers are in, the industrial estates are occupied. Ten years on, the catalogue of industrial and housing progress is a welter of statistics from the 22 miles of Skelmersdale works, this conf-



way to the 13 primary schools. company and many others have Employment, one of the dual since increased their investment, together with ment, and it is estimated that housing, on which new town the Government, through the progress can be judged, has Development Corporation, itself been more difficult. Despite the is investing some £10m. a year inducements offered through the in the town.

### Gained steadily

Initially, it might well have done so. Nevertheless, the town has gained steadily in well established. Skelmersdale's generation of new towns has learnt much from those that went before. Higher density housing, a recognition that there would and still will be more motor vehicles used than when the original plans were drawn up, the calculated separation of traffic from pedestrians, even



Above: Skelmersdale's pedestrian shopping precinct. Below: Five-a-side ball in the largest indoor sports hall in the North-West.



the shopping centre—all these challenges. What has happened is that it has become commonplace in Britain's later new towns.

What is not commented on as much is the change in physical character which the influx of so many young families brings to the community. Those who have left Liverpool and North Merseyside for the breezes of Skelmersdale have had the effect of lowering the age of the population to the extent that a sixth is under school age, and a quarter at primary or secondary school. More than 27,000 new residents have made that 18-mile one-way journey.

The problems which Skelmersdale may face when the generation of young people has grown up and wishes to work and live in their own area, as yet, some be in that direction: a job rather than a housing shortage. Pessimism would be out of place in any current assessment

### Reverse pattern

Many of them, in the south-east of the country, are now facing considerable labour shortages brought about primarily through a shortage of housing. The pattern for the north-west may be the reverse. Skelmersdale has already experienced the embarrassment of too many houses for the number of locally available jobs. Though that time is now passing, the likely pattern of any imbalance which might occur as the town climbs towards its 80,000 target population would be in that direction: a job rather than a housing shortage.

how well the Development Corporation has carried out its responsibilities. But town where there is before is an immensely job. Every contingency planned for, every built into the plans, houses, shops, schools, lic halls, through to its of age with the new centre, the Skelmersdale velopment Corporation have appeared to have to its obligations decade.

The uphill struggle of ing industry to its new strong competition: others is being won. On tal investment passes point, a town's fortune low national or region than local patterns. event, Skelmersdale cit to be well on the stati nomic map.

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# Fresh look needed at handling methods

By ED SCHOETERS

If it is true, as some authors have claimed, that distribution is the final shop window between the manufacturer and the consumer, there is a clear need for many managements to take another look at their handling procedures from the raw material to the retail outlet. But although the advice of the scarce materials handling experts would be desirable, it is not often sought, and though many consultants and research associations could be able to provide some with enough knowledge of operational research to tell a company where bottlenecks are likely to occur in the manufacturing, warehousing, delivery sequence under changes in patterns of demand, this problem is often neglected.

National Materials Handling Centre, set up precisely to provide advice difficult to obtain in concentrated form elsewhere, has had quite a hard time to survive, even though some excellent developments have come from there, including the beltless "conveyor belt" which acts by moving a forward round sharp bends and up gentle steep inclines by compressed air acting inside a series of pneumatic ducts.

**Rule of thumb**

Rule of thumb methods are used as the basis for goods flow analyses which are mathematically a great deal more complex than the general run of managers realises. They are time consuming and can be misleading while never flexible enough to allow a designer—or store or distribution route—to ask "if I do this, what then?" questions.

There is a great deal of price available on warehouse/retailer sitting through computer optimisation programs offered by a number of bureaux including Leasco and Baric. Some of the routines will take into account a wealth of influential factors such as main sources of ingredients or components and their locations, areas served by the factory and/or warehouse and the best available communications.

Some programs will calculate the best fleet composition to cover a given number of outlets—but it is a matter of some conjecture whether the distributors who are using larger and larger lorries in crowded London streets ever think of such aids to efficient management.

In the warehouses and plants there still is a great deal of scope for the use of more automatic equipment—not necessarily computer-based—based on such devices as the program-mable logic controller which has been under development by GEC-Elliott Process Automation.

There is, of course, a great advantage in the very large warehouses such as at Ford Dagenham for the central equipment to "remember" just where a particular engine or part has been placed by the works on a routine which places the most frequently demanded items in the most accessible sections of the warehouse.

But by and large, the possibilities of simple automation have tended to be neglected, even though Mintech and now DTI have carried on a promotion campaign.

Any manager who has the problem of moving large amounts of bulk solids can only view the threat to motor fuels and the outcry on the spoiling of the countryside by highways and huge lorries with alarm. But alternatives should be considered: representatives of many industries have been

studying a promising one at Cranfield. BHR Fluid Engineering's transport of solids in pipelines conference. Of course, the general view is that pipeline transport systems must be completely inflexible and they have thus tended to be dismissed. But one of the papers at Pneumotransport 2 which was held at University of Surrey, Guildford, described the development of an experimental industrial system able to carry batches of widely differing materials—asbestos, calcite, resin and scrap—simultaneously. Batches of up to 450 kilo-grammes of these materials would be transported and delivered to any one of 11 hoppers at distances up to 100 metres through pipes of 152mm.

**Different form**

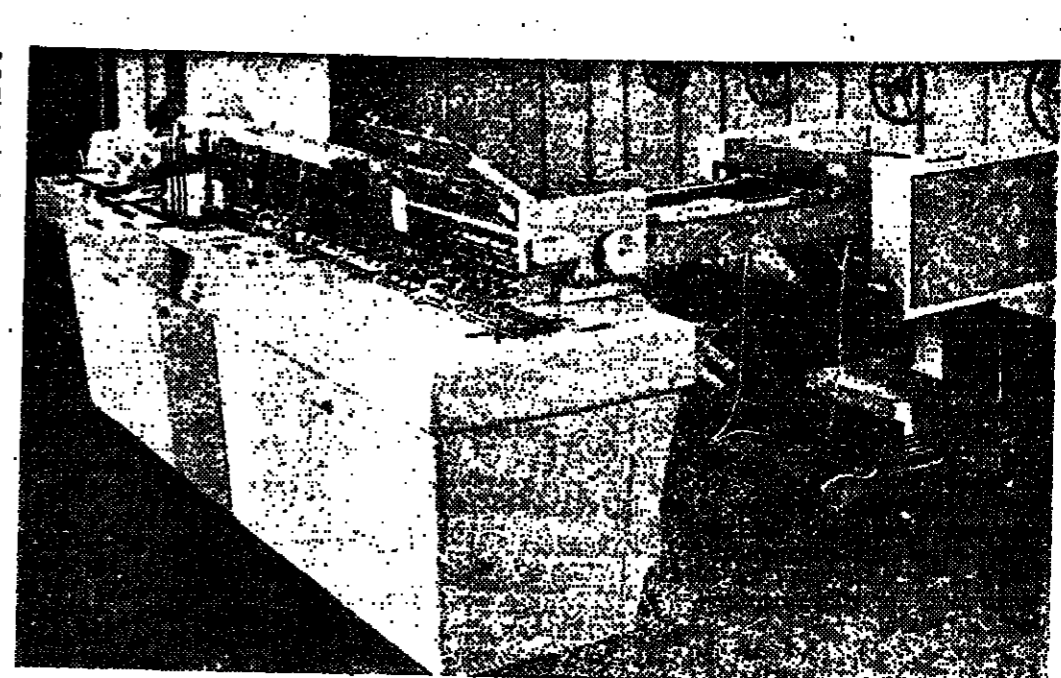
This work, by a University Group, demands a fair degree of automation of the materials detection and flow control system and promises enough sophistication to be useable in many processing plants in the near future.

In a different transport form, but reflecting a long study of flow applied to heavy bulk goods is the Fietliner service recently well, together with a small progress, control transfer from

facings and commons from a tank to tank for maturing, and transfer from store to bottles, kegs and tankers, all with detailed logging of all events, raw materials used and amounts brewed and dispatched. At the retail end of the distribution chain, point of sale data capture is fast becoming big business in the U.S. and from somewhat shaky beginnings has recently attracted such suppliers as IBM and Univac to establish a range of equipment including cash points, tag readers and so on. They are intended to make the flow of goods from the shops to the shoppers far more smooth, far less time-consuming and far better documented than ever was possible by manual methods.

The only snag is that in Britain many retail chains come under the heading of medium-sized companies. They may already have their own computer, but to add point-of-sale data capture equipment possibly from another company and provide the necessary interfaces and software matching would be a rather expensive job.

There are methods of speeding transit through the point of sale other than full automation. Some apply better packing methods, others apply machine-readable coding to the packs so that totting up the bill can be



This Bell and Howell unit deals with some 40,000 renewal notices daily, taking continuous printed stationery from a computer, adding advertising literature and folding and inserting the lot into the appropriate envelope.

made automatic, each pack as they are checked out. This top lightly crimped to permit being passed over a reading in a "hopper" formed by a wrestling match when the plastic tube held by a split housewife wants to get out the goods.

When the order is "in the bag" so to speak, a touch of a button sets off a quick cycle in which the bottom of the tube is heat sealed and cut and the puterised point-of-sale.

## We take everything

CONTINUED FROM PREVIOUS PAGE

### EEC impact

300 road and rail permits. The British hauliers have protested that this might well be adequate for French needs, but leaves a lot to be desired from the British point of view.

The real stickler has been the weight. Britain has been pressing for the adoption of her own limits of a 10 ton axle weight and 32 tons gross maximum weight. The old Six is an 11 ton "orientation" for equivalent Dutch percentages of 55, 7.5 and 37.5—Holland being intensively threaded by waterways, and for Germany it was 38, 39 and 23. French road and rail each accounts for 45 per cent. of freight.

One of the vital factors is at the French truck industry, presented chiefly by Berliet, whose main heavier hauliers is that of 13 ton axle weight. The Commission's trade documentation procedures are geared to journeys by land without crossing the sea. Britain objects to the procedure to certify rules of origin on the grounds that it requires certification to be done by chambers of commerce or customs authorities who, it says, are not normally in a position to know much about the nature of the goods being exported. She also objects to the multiplicity of documents required for trade with different countries and at the failure of mandatory Community forms to comply with international standards stabilised by the United Nations. The failure of the Community to give traders adequate prior notice of changes in documentation and the physical delay in making forms available are also cause for concern.

A recent British Simplification of International Trade Procedures team went to Brussels recently to argue the case with the Commission. It was said that the Community wished to simplify its procedures and priority would be given to the rationalisation of national procedures for customs clearance; the application of rules of trade with former EFTA countries; and simplification of the Community transit system.

A conference of national trade facilitation bodies is promised in the autumn to hammer out new ideas with a view to implementing changes around 1976.

The ports are another problem area. The European Parliament is anxious to eliminate some of the heavy subsidies Continental countries pour into port development, or, at least, established common guidelines for aid similar to those existing for regional incentives. This debate, however, has scarcely got off the ground.

It is easy to condemn the common Market rules for obscuring and parochialism. But there is, beneath the fishwives' heckling which is the daily round of official Brussels, a steady pressure for liberalisation and facilitation. The definition of a Common Transport system was one of the founding ideas of the Common Market. It is still, however, a long way from precise definition.

### Vital issue

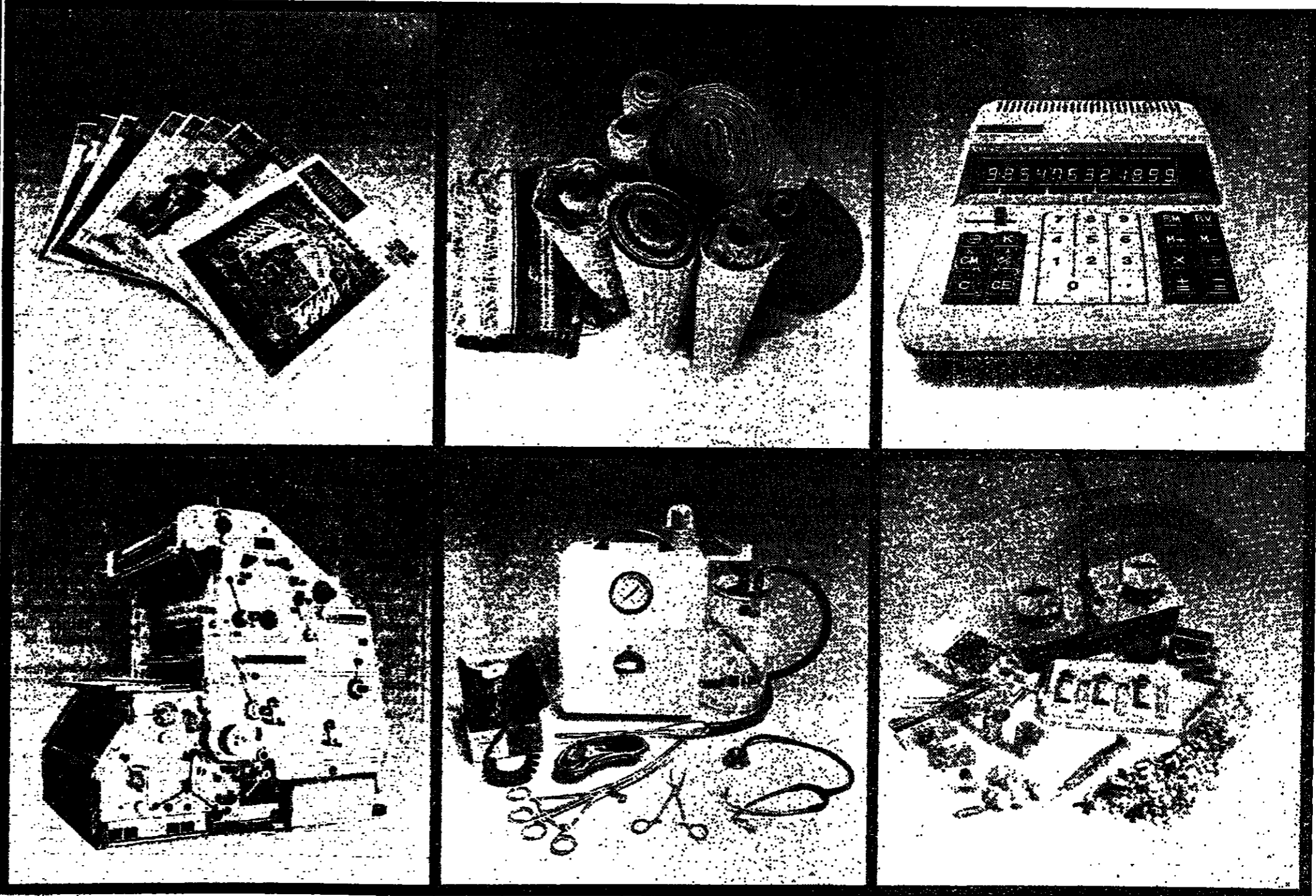
A vital issue for British exporters and hauliers is that of documentation. The Commission's trade documentation procedures are geared to journeys by land without crossing the sea. Britain objects to the procedure to certify rules of origin on the grounds that it requires certification to be done by chambers of commerce or customs authorities who, it says, are not normally in a position to know much about the nature of the goods being exported. She also objects to the multiplicity of documents required for trade with different countries and at the failure of mandatory Community forms to comply with international standards stabilised by the United Nations. The failure of the Community to give traders adequate prior notice of changes in documentation and the physical delay in making forms available are also cause for concern.

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Avco "A" 10p	77	+	17 1/4	2.8	22.186
Avco "B" 10p	36		8 1/2	1.7	31.177
Lawrenceville 10p	73	-	26 1/2	3.0	21.29
Avco "B" 40p	167	-	132 1/2	12.9	6.5
Avco "A" 40p	25	+	52 1/2	7.8	6.020
Avco "B" 40p	135	-	94 1/2	7.8	32.256

INDUSTRIALS—(Miscell.)					
Avco "A" 10p	177 1/2	+	130 1/4	2.2	52.163
Avco "B" 10p	176	-	122 1/2	2.2	29.186
Avco "B" 40p	34		94 1/2	8.8	8.922
Avco "A" 40p	94 1/2	-	21 1/2	6.0	11.177
Avco "B" 40p	85	-	48 1/2	6.0	11.177

[illegible]

Group A	121	-1	112	121	121	121
B1: C	68		68.6	2.3	68.12	12
B2: C	90		45	1.5	27	12
B3: C	88.2		21	2.1	6.13	12
B4: C	146		38	1.3	7.14	12
B5: C	42	-1	51.2	2.8	5.4	9
B6: C	54		112.2	2.2	5.8	7
B7: C	229	-10	135	2.1	3.17	17
B8: C	74		51.12	2.3	5.8	7
B9: C	62		76.12	2.3	5.8	7
B10: C	196		121	3.1	4.11	11
B11: C	77	+3	113.4	2.3	3.12	12
B12: C	123		114.7	2.9	4.3	11
B13: C	269		70.5	2.2	2.16	16
B14: C	32		73.1	4	3.8	8
B15: C	110		65.4	2.7	4.13	13
B16: C	58					

...sford	50		9.75	5.3	4.130
...wick Tampa	69	+	1	4.8	29.12
...coble	154		4.25	1.9	58.11
...gle Hlgs	83		6.50	1.6	8.610
...farraced	52		4.09.8	2.5	6.617
...llam J. 10p	60		7.26	2.0	6.918
...ack Eden to 3p	99	-3	7.13.1	2.2	3.415
...7p Hlides	195	+	8.71.7	4.9	6.3
...d-rote Lat. Sp.	36		8.26.6	3.4	3.411
...d-rote Lat. Sp.	36		8.26.6	3.4	3.411
...nner MC 5p	34	+	13.6	2.9	4.418
...p. W.	276		4.16.1	3.9	2.111
...w. L. SSS250	112	-4	5.13.5	4.9	4.418
...nner (B) 21p	165	-2	5.46.1	1.8	3.718
...nner (B) 21p	165	-2	5.46.1	1.8	3.718
...thead 10p	121	+	110	2.6	3.611
...report 4 3p	25		110	2.6	3.611

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atory Secs. 10p	355	34.55	27	6.4
amberlin 31p	64	8	3.2	1.2
omage P 10p	45	34.98	1.9	6.3
lible P 10p	52	41.0	1.9	6.2
erative 10p	52	41.0	2.3	5.3
ative T. 10p	52	41.0	2.3	5.3
libb 20p	113	43.2	2	5.8
to Holdings 31p	20	—	—	—
er (Clemat.)	95	41.0	1.9	4.6
Y Cross	152	53.69	2.3	4.0
er (A. 20p)	110nd	120	2.2	3.6
(R.E.L.)	673	61.1	2.9	6.3
ness Group	271	44.9	3.0	6.4
to Web 20p	3112	45.4	2.6	5.3
es. Comm 20p	134	57.8	7.0	1.0
in. Tin Sec 14p	140	—	—	—
er. Station 10p	48	43.2	2.5	5.8
Alison	461	45	2.5	5.8

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Leone Co 10p	230	+1	178.8	15.5	4.4
Flids 10p	130		96.28	4	4.4
of 3p	274		97.19	0	7.9
1st. Inc.	41		18	2.5	4.4
1st. Inc.	230	+2	155.4	1.5	7.9
1st. P. 10p	159		75.24	4.5	2.7
1st. P. 10p	17		114.7	2.5	4.1
1st. P. 10p	85		97.3	1.9	6.8
1st. P. 10p	13		84.3	4.1	4.5
1st. P. 10p	1220	+1	113.7	1.3	7.9
1st. P. 10p	58	+2	50	1.4	5.1
1st. P. 10p	39	-1	110.4	0.4	1.9
1st. P. 10p	134		111	3.4	2.6
1st. P. 10p	40	+1	77.7	2.8	2.8
1st. P. 10p	130		115.8	2.3	4.1
1st. P. 10p	281	-2	45	1	7.0
1st. P. 10p	65		115.9	3.5	3.6

[illegible]

Category	1980	1985	1989.5	1991	1992
Chickadee	173	-1	21	25	30
Golden-c. Wren	139		13	23	22
Golden-c. Kinglet	60	+1	19	24	24
Golden-c. Vireo	80		67	51	32
Golden-c. Finch	158		118	22	43
Golden-c. Sparrow	81	+2	61	42	35
Golden-c. Plover	410		228	10	25
Golden-c. and Metal 10p	65		30	28	46
Golden-c. 50p	342	-2	20	26	46
Golden-c. 10p	62	-1	22	13	49
Golden-c. 50p	62		51	43	37
Golden-c. 10p	127	+1	77	26	45
Golden-c. 50p	57		20	20	52
Golden-c. 10p	49		20	21	71
Golden-c. 50p	142	+1	72	32	15

[illegible]

	303	+3	14	22
Spa 10p	47	+	625.6	8.2
Spa 10p	32	+	147.7	4.6
Spa 10p	33	+	65.8	3.8
Spa 10p	115	+	77.3	5.8
Spa 10p	1105	+	11	10.2
Spa 10p	13	+	186.3	5.5
Spa 10p	55	+	6.4	2.9
Spa 10p	260	+	47.6	2.7
Spa 10p	33	+	1.3	1.5
Spa 10p	133	+	413.2	6.3
Spa 10p	40	+	612.4	4.5
Spa 10p	97	+	140	2.1
Spa 10p	475	+	940	2.6
Spa 10p	52	+	617.6	2.1
Spa 10p	74	+	617.6	2.1

... ..	632		1.4	4.9
... ..	79		5.2	5.2
... ..	143	-2	34	1.9
... ..	644		121	2.7
... ..	57		15	6.6
... ..	17			
... ..	42		21	5.0
... ..	70		123	1.9
... ..	45		22	9.5
... ..	97		96.7	1.8
... ..	23		1	6.9
... ..	342	+2	458.4	2.7

425



